

# Ocean Rate Bulletin

L.A./L.B./Oakland Ports To Busan, South Korea

Frozen Beef Primals

Monthly Market Share For: June 1997

Month\Year: 107\666

## Surcharges:

| Carrier    | Market Share | Market Share CY | Transit Time | Ocean Rate           | BAF               | CY | CAF | THC | CFS Rec | ARB | Cotton R. | Size  | ContainerRate        |
|------------|--------------|-----------------|--------------|----------------------|-------------------|----|-----|-----|---------|-----|-----------|-------|----------------------|
| Hanjin     | 56%          | 47%             | 11 Days      | \$184.00             | \$5               |    | AI  |     | AI      |     |           | 18 KT | \$3,402              |
| K Line     | 12%          | 11%             | 16 Days      | \$184.00             | \$5               |    | AI  |     | AI      |     |           |       | \$3,402              |
| Hyundai    | 11%          | 23%             | 12 Days      | \$179.00             | \$5               |    | AI  |     | AI      |     |           | 18 KT | \$3,312              |
| Sea-Land   | 10%          | 5%              | 15 Days      | \$184.00             | \$5               |    | AI  |     | AI      |     |           | 18 KT | \$3,402              |
| COSCO      | 5%           | 2%              | 25 Days      | \$3,200 <sup>1</sup> | \$40 <sup>1</sup> |    | AI  |     | AI      |     |           |       | \$3,240              |
| Cho Yang   | 5%           | 2%              | 14 Days      | \$159.00             | \$5               |    | AI  |     | AI      |     |           | 18 KT | \$2,952 <sup>2</sup> |
| Evergreen  | 1%           | 2%              | 25 Days      | \$326.00             | \$5               |    | AI  |     | AI      |     |           | 18 KT | \$5,958              |
| Neptune    | 1%           | 1%              | 17 Days      | \$184.00             | \$5               |    | AI  |     | AI      |     |           | 18 KT | \$3,402              |
| Mitsui OSK | 1%           | 1%              | 18 Days      | \$184.00             | \$5               |    | AI  |     | AI      |     |           | 18 KT | \$3,402              |

1 Rate is per container

2 Rate is based on a CY-CY movement, not CFS-CY

# Ocean Rate Bulletin

L.A./L.B./Oakland Ports To Hong Kong

Frozen Beef Primals

Monthly Market Share For: June 1997

Month\Year: 58\360

## Surcharges:

| Carrier      | Market Share | Market Share CY | Transit Time | Ocean Rate           | BAF                | CY | CAF | THC | CFS Rec | ARB | Cotton R. | Size  | ContainerRate        |
|--------------|--------------|-----------------|--------------|----------------------|--------------------|----|-----|-----|---------|-----|-----------|-------|----------------------|
| Cho Yang     | 27%          | 15%             | 15 Days      | \$3,580 <sup>1</sup> | \$100 <sup>1</sup> |    |     |     | AI      |     |           |       | \$3,680 <sup>2</sup> |
| Hanjin       | 20%          | 27%             | 14 Days      | \$237.00             | \$5                |    |     |     | \$36    |     |           | 18 KT | \$5,004              |
| Evergreen    | 19%          | 10%             | 16 Days      | \$241.00             | \$5                |    |     |     | AI      |     |           | 18 KT | \$4,428              |
| COSCO        | 13%          | 2%              | 37 Days      | \$3,660 <sup>1</sup> | AI                 |    |     |     | AI      |     |           |       | \$3,660 <sup>2</sup> |
| NYK Line     | 5%           | 3%              | 18 Days      | \$204.00             | \$5                |    |     |     | AI      |     |           | 18 KT | \$3,762              |
| OOCL         | 4%           | 1%              | 15 Days      | \$204.00             | \$5                |    |     |     | AI      |     |           | 18 KT | \$3,762              |
| Hyundai      | 3%           | 9%              | 16 Days      | \$204.00             | \$5                |    |     |     | AI      |     |           | 18 KT | \$3,762              |
| Mexican Line | 3%           | 9%              |              |                      |                    |    |     |     |         |     |           |       |                      |
| APL          | 3%           | 1%              | 16 Days      | \$204.00             | \$5                |    |     |     | AI      |     |           | 18 KT | \$3,762              |
| Hapag-Lloyd  | 1%           | 2%              | 20 Days      | \$204.00             | \$5                |    |     |     | AI      |     |           | 18 KT | \$3,762              |

1 Rate is per container

2 Rate is based on a CY-CY movement, not CFS-CY

# Ocean Rate Bulletin

L.A./L.B./Oakland Ports To Keelung, Taiwan

Frozen Beef Primals

Monthly Market Share For: June 1997

Month\Year: 72\309

## Surcharges:

| Carrier     | Market Share | Market Share CY | Transit Time         | Ocean Rate           | BAF | CY | CAF | THC | CFS Rec | ARB | Cotton R. | Size  | ContainerRate |
|-------------|--------------|-----------------|----------------------|----------------------|-----|----|-----|-----|---------|-----|-----------|-------|---------------|
| Evergreen   | 40%          | 35%             | 17 Days              | \$221.00             | \$5 |    | 9%  |     | AI      |     |           | 18 KT | \$4,426       |
| Yang Ming   | 23%          | 11%             | 19 Days              | \$221.00             | \$5 |    | 9%  |     | AI      |     |           | 18 KT | \$4,426       |
| Hanjin      | 10%          | 19%             | 15 Days              | \$224.00             | \$5 |    | 9%  |     | AI      |     |           | 18 KT | \$4,485       |
| K Line      | 9%           | 13%             | 14 Days              | \$267.00             | \$5 |    | 9%  |     | AI      |     |           | 18 KT | \$5,329       |
| NYK Line    | 6%           | 4%              | 19 Days <sup>4</sup> | \$267.00             | \$5 |    | 9%  |     | AI      |     |           | 18 KT | \$5,329       |
| Mitsui OSK  | 6%           | 2%              | 16 Days              | \$267.00             | \$5 |    | 9%  |     | AI      |     |           | 18 KT | \$5,329       |
| Hapag-Lloyd | 3%           | 1%              | 18 Days              | \$267.00             | \$5 |    | 9%  |     | AI      |     |           | 18 KT | \$5,329       |
| Hyundai     | 1%           | 4%              | 15 Days              | \$231.00             | \$5 |    | 9%  |     | AI      |     |           | 18 KT | \$4,622       |
| Sea-Land    | 1%           | 3%              | 16 Days              | \$267.00             | \$5 |    | 9%  |     | AI      |     |           | 18 KT | \$5,329       |
| Zim Line    | 1%           | 0%              | 26 Days              | \$3,300 <sup>1</sup> | AI  |    | AI  |     | AI      |     |           |       | \$3,300       |

1 Rate is per container

4 Transit time is based on departure from Long Beach, CA.

# Ocean Rate Bulletin

L.A./L.B./Oakland Ports To Manila, Philippines

Frozen Beef Primals

Monthly Market Share For: June 1997

Month\Year: 8\26

## Surcharges:

| Carrier     | Market Share | Market Share CY | Transit Time | Ocean Rate           | BAF               | CY | CAF | THC | CFS Rec            | ARB | Cotton R. | Size  | ContainerRate         |
|-------------|--------------|-----------------|--------------|----------------------|-------------------|----|-----|-----|--------------------|-----|-----------|-------|-----------------------|
| Hanjin      | 80%          | 27%             | 17 Days      |                      |                   |    |     |     |                    |     |           |       |                       |
| Hapag-Lloyd | 7%           | 2%              | 22 Days      | \$247.00             | \$5               |    |     |     | \$46               |     |           | 18 KT | \$5,364               |
| Hyundai     | 0%           | 31%             | 19 Days      | \$243.00             | \$5               |    |     |     | \$124 <sup>1</sup> |     |           | 18 KT | \$4,588 <sup>17</sup> |
| COSCO       | 0%           | 8%              | 38 Days      | \$4,210 <sup>1</sup> | \$40 <sup>1</sup> |    |     |     | \$440 <sup>1</sup> |     |           |       | \$4,690               |
| NYK Line    | 0%           | 6%              | 25 Days      | \$247.00             | \$5               |    |     |     | \$46               |     |           | 18 KT | \$5,364               |
| OOCL        | 0%           | 4%              | 19 Days      | \$247.00             | \$5               |    |     |     | \$46               |     |           | 18 KT | \$5,364               |

<sup>1</sup> Rate is per container

<sup>17</sup> Rate is based on YY movement not SY.

# Ocean Rate Bulletin

L.A./L.B./Oakland Ports To Osaka, Japan

Frozen Beef Primals

Monthly Market Share For: June 1997

Month\Year: 713\3,257

## Surcharges:

| Carrier         | Market Share | Market Share CY | Transit Time         | Ocean Rate           | BAF | CY | CAF | THC | CFS Rec | ARB | Cotton R. | Size  | ContainerRate |
|-----------------|--------------|-----------------|----------------------|----------------------|-----|----|-----|-----|---------|-----|-----------|-------|---------------|
| K Line          | 24%          | 21%             | 13 Days              | \$159.00             | \$5 |    | 38% |     | AI      |     |           |       | \$4,040       |
| Hanjin          | 21%          | 25%             | 9 Days               | \$163.00             | \$5 |    | 38% |     | \$36    |     |           | 18 KT | \$4,787       |
| Evergreen       | 10%          | 6%              | 13 Days              | \$162.00             | \$5 |    | 38% |     | AI      |     |           | 15 KT | \$4,114       |
| Hyundai         | 9%           | 4%              | 14 Days              | \$159.00             | \$5 |    | 38% |     | AI      |     |           | 15 KT | \$4,040       |
| COSCO           | 7%           | 8%              | 13 Days              | \$237.00             | AI  |    | AI  |     | AI      |     |           | 18 KT | \$4,266       |
| NYK Line        | 7%           | 5%              | 24 Days              | \$159.00             | \$5 |    | 38% |     | AI      |     |           |       | \$4,040       |
| Pacific Express | 4%           | 6%              | 15 Days <sup>5</sup> | \$4,005 <sup>1</sup> | AI  |    | AI  |     | AI      |     |           |       | \$4,005       |
| Mexican Line    | 4%           | 4%              |                      |                      |     |    |     |     |         |     |           |       |               |
| Sea-Land        | 4%           | 3%              | 11 Days              | \$159.00             | \$5 |    | 38% |     | AI      |     |           |       | \$4,040       |
| OOCL            | 4%           | 3%              | 11 Days              | \$159.00             | \$5 |    | 38% |     | AI      |     |           |       | \$4,040       |

1 Rate is per container

5 Transit time is based on departure from Los Angeles, CA.

# Ocean Rate Bulletin

L.A./L.B./Oakland Ports To PT Kelang, Malaysia

Frozen Beef Primals

Monthly Market Share For: June 1997

Month\Year: 1\145

## Surcharges:

| Carrier    | Market Share | Market Share CY | Transit Time         | Ocean Rate | BAF | CY | CAF | THC | CFS Rec | ARB | Cotton R. | Size  | ContainerRate        |
|------------|--------------|-----------------|----------------------|------------|-----|----|-----|-----|---------|-----|-----------|-------|----------------------|
| Hanjin     | 100%         | 9%              | 25 Days              |            |     |    |     |     |         |     |           |       |                      |
| OOCL       | 0%           | 23%             | 20 Days <sup>4</sup> | \$247.00   | \$5 |    |     |     | \$46    |     |           | 18 KT | \$5,364              |
| Evergreen  | 0%           | 6%              | 26 Days              | \$235.00   | \$5 |    |     |     | AI      |     |           | 18 KT | \$4,320 <sup>2</sup> |
| Mitsui OSK | 0%           | 5%              | 22 Days              | \$247.00   | \$8 |    |     |     | \$46    |     |           | 18 KT | \$5,364              |

2 Rate is based on a CY-CY movement, not CFS-CY

4 Transit time is based on departure from Long Beach, CA.

# Ocean Rate Bulletin

L.A./L.B./Oakland Ports To Singapore

Frozen Beef Primals

Monthly Market Share For: June 1997

Month\Year: 3\30

## Surcharges:

| Carrier    | Market Share | Market Share CY | Transit Time | Ocean Rate           | BAF                | CY | CAF | THC | CFS Rec | ARB | Cotton R. | Size  | ContainerRate        |
|------------|--------------|-----------------|--------------|----------------------|--------------------|----|-----|-----|---------|-----|-----------|-------|----------------------|
| Mitsui OSK | 50%          | 10%             | 21 Days      | \$247.00             | \$5                |    | 15% |     | \$46    |     |           | 18 KT | \$6,031              |
| OOCL       | 50%          | 10%             | 22 Days      | \$247.00             | \$5                |    | 15% |     | \$46    |     |           | 18 KT | \$6,031              |
| Cho Yang   | 0%           | 26%             | 22 Days      | \$3,580 <sup>1</sup> | \$100 <sup>1</sup> |    | 15% |     |         |     |           | 18 KT | \$3,855 <sup>2</sup> |
| Maersk     | 0%           | 20%             | 20 Days      | \$247.00             | \$5                |    | 15% |     | \$46    |     |           | 18 KT | \$6,031              |
| Sea-Land   | 0%           | 7%              | 23 Days      | \$247.00             | \$5                |    | 15% |     | \$46    |     |           | 18 KT | \$6,031              |

1 Rate is per container

2 Rate is based on a CY-CY movement, not CFS-CY

# Ocean Rate Bulletin

L.A./L.B./Oakland Ports To Tokyo, Japan

Frozen Beef Primals

Monthly Market Share For: June 1997

Month\Year: 1,004\5,650

## Surcharges:

| Carrier      | Market Share | Market Share CY | Transit Time | Ocean Rate | BAF | CY | CAF | THC | CFS Rec | ARB | Cotton R. | Size  | ContainerRate |
|--------------|--------------|-----------------|--------------|------------|-----|----|-----|-----|---------|-----|-----------|-------|---------------|
| K Line       | 21%          | 20%             | 10 Days      | \$159.00   | \$5 |    | 38% |     | AI      |     |           |       | \$4,040       |
| Neptune      | 16%          | 4%              | 11 Days      | \$159.00   | \$5 |    | 38% |     | AI      |     |           |       | \$4,040       |
| Mitsui OSK   | 16%          | 4%              | 11 Days      | \$159.00   | \$5 |    | 38% |     | AI      |     |           |       | \$4,040       |
| Evergreen    | 9%           | 7%              | 12 Days      | \$162.00   | \$5 |    | 38% |     | AI      |     |           | 15 KT | \$4,114       |
| OOCL         | 8%           | 6%              | 11 Days      | \$159.00   | \$5 |    | 38% |     | AI      |     |           |       | \$4,040       |
| Hyundai      | 8%           | 5%              | 10 Days      | \$159.00   | \$5 |    | 38% |     | AI      |     |           |       | \$4,040       |
| APL          | 7%           | 7%              | 10 Days      | \$159.00   | \$5 |    | 38% |     | AI      |     |           |       | \$4,040       |
| Mexican Line | 5%           | 7%              |              |            |     |    |     |     |         |     |           |       |               |
| COSCO        | 5%           | 6%              | 11 Days      | \$237.00   | AI  |    | AI  |     | AI      |     |           | 18 KT | \$4,266       |
| NYK Line     | 5%           | 4%              | 11 Days      | \$159.00   | \$5 |    | 38% |     | AI      |     |           |       | \$4,040       |



# Ocean Rate Bulletin

Seattle/Tacoma Ports To Hong Kong

Frozen Beef Primals

Monthly Market Share For: June 1997

Month\Year: 53\393

## Surcharges:

| Carrier      | Market Share | Market Share CY | Transit Time         | Ocean Rate           | BAF | CY | CAF | THC | CFS Rec | ARB | Cotton R. | Size  | ContainerRate        |
|--------------|--------------|-----------------|----------------------|----------------------|-----|----|-----|-----|---------|-----|-----------|-------|----------------------|
| Hanjin       | 43%          | 29%             | 19 Days              | \$237.00             | \$5 |    |     |     | \$36    |     |           | 18 KT | \$5,004              |
| Hyundai      | 15%          | 19%             | 13 Days              | \$204.00             | \$5 |    |     |     | AI      |     |           | 18 KT | \$3,762              |
| Evergreen    | 15%          | 9%              | 13 Days <sup>3</sup> | \$241.00             | \$5 |    |     |     | AI      |     |           | 18 KT | \$4,428              |
| COSCO        | 11%          | 19%             | 17 Days              | \$3,660 <sup>1</sup> | AI  |    |     |     | AI      |     |           |       | \$3,660 <sup>2</sup> |
| Mitsui OSK   | 8%           | 1%              | 20 Days              | \$204.00             | \$5 |    |     |     | AI      |     |           | 18 KT | \$3,762              |
| P&O Nedlloyd | 4%           | 10%             | 18 Days              | \$204.00             | \$5 |    |     |     | AI      |     |           | 18 KT | \$3,762              |
| Mexican Line | 4%           | 8%              |                      |                      |     |    |     |     |         |     |           |       |                      |

1 Rate is per container

2 Rate is based on a CY-CY movement, not CFS-CY

3 Transit time is based on departure from Tacoma, WA.